MARLBORO COUNTRY DANCE PROGRAM
1997 VS. 1998 BUDGET COMPARISONS & SAVINGS

	1997	1998	Difference '98 vs. '97
Country Club Enterprizes			
Fee	$100,000.00	$95,000.00	($5,000.00)
Operating Expenses	$320,227.00	$308,925.00	($11,302.00)
Administrative Expenses	$54,250.00	$61,070.00	$6,820.00
Total	$474,477.00	$464,995.00	($9,482.00)
Phoenix Marketing			
Staff Expenses	$62,800.00	$90,912.50	$28,112.50
Expenses	$11,360.00	$10,800.00	($560.00)
Fee	$8,397.00	$13,400.00	$5,003.00
Total	$82,557.00	$115,112.50	$32,555.50
Susan Charney & Associates			
Talent Fee	$125,000.00	$125,000.00	$0.00
Fee	$12,500.00	$12,500.00	$0.00
Expenses	$20,000.00	$20,000.00	$0.00
Total	$157,500.00	$157,500.00	$0.00

Explanation of Differences:

- Program structure remained the same from 1997 to 1998.
- CCE's fee was reduced as a result of competitive bidding process.
- CCE's operating expenses reduced as a result of 1997 learning's and efficiencies.
- Phoenix Marketing's staff expenses are higher in 1998 as a result of legal's request to add management personnel to all 75 local events. Fee was increased to reflect the additional labor and coordination incurred by Phoenix Marketing.

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Source: https://www.industrydocuments.ucsf.edu/docs/gjhn0004